

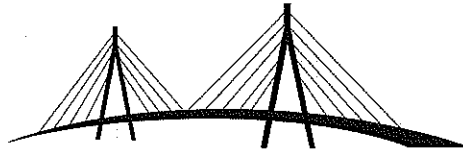
New International Trade Crossing

Project Background

Supporters

What Leaders Are Saying

Editorial Support



Michigan's New International Trade Crossing

A Bridge to Michigan's Future

- ✓ **A world-class international bridge to secure a transportation corridor with Michigan's largest trading partner.**
- ✓ **Providing 10,000 new construction jobs to Michigan workers.**
- ✓ **Generating more than \$2 billion in federal matching highway funds for Michigan roads.**
- ✓ **A \$1.3 billion dollar investment with no cost to Michigan taxpayers.**

Background

In 2004, a commission was formed to explore potential sites for a new additional border crossing in the Detroit-Windsor corridor. The 82-year old Ambassador Bridge has become the nation's busiest bridge, but it does not have the capacity to meet the future needs of world-class trade and transportation infrastructure between Michigan and Canada.

The joint partnership between Canada, Ontario, Michigan and the U.S. government looked at more than 20 possible locations. The area where Delray currently exists (on the Michigan side) was chosen as the best possible location for a new international border crossing. The U.S. and Canadian governments have approved the new international trade crossing environmental permits. They are ready to proceed with construction plans once the Michigan legislature approves the project.

The Need for a New Bridge

Chrysler Corporation estimates that delays at the Detroit/Windsor crossing adds more than \$600 to the average car manufactured in the Michigan/Ontario region. Today's just-in-time manufacturing businesses lose productivity when deliveries are delayed. A recent snowstorm closing HWY 402 in Canada forced auto plants across our state to close down as well.

The Detroit-Windsor corridor is an asset that gives Michigan an edge in foreign trade. Canada is Michigan's largest trading partner with \$62 billion in trade in 2010 – 237,000 Michigan jobs depend on trade with Canada.

The Detroit-Windsor corridor also handles approximately 25 to 30 percent of all trade between the United States and Canada and more than eight million American jobs depend on that trade. The goal of the commission was to locate an ideal site for a new international border crossing that would add redundancy, security, and a direct connection between I-75 in the United States and Highway 401 in Canada while providing the added capacity needed to meet the future demands fueled by a recovering economy.

The new bridge will add redundancy as an alternate route for industrial traffic as well as provide security in the case if anything were to happen to any of the current border crossings. The direct connection between I-75 and Highway 401 would save Michigan shippers and manufactures millions of dollars currently lost to delays and lost production.

In 2010, truck traffic across the Ambassador Bridge was up by more than 17 percent. As Michigan's and the national economy continues to recover, studies show the truck traffic doubling by 2035. The proposed international trade crossing project would be six new lanes bringing the total to ten from Detroit to Windsor. As a comparison the Buffalo-Niagara crossing – the third busiest crossing in North America – has fourteen lanes on four bridges.

A \$1.3 billion investment in Michigan

The Michigan side of the new international bridge is estimated to cost \$1.3 billion to construct a customs plaza, a toll plaza and connection to I-75 and one-half of the bridge. The bridge will be paid for by private investors through a public-private partnership financing agreement. The Plaza, I-75 connection and Michigan's share of the custom's plaza will be paid by the Canadian Government's \$550 million investment in the project. The federal government will pay for the balance on the cost of the customs plaza. Michigan taxpayers will not pay a dime for the project. The Canadians and the private investors will be repaid by the tolls collected on bridge.

Leveraging New Federal Highway Dollars

The Federal Highway Administration has agreed to allow Michigan to use the \$550 million Canadian investment to match federal highway construction funds for projects across Michigan. This will provide more than \$2 billion dollars for new road construction dollars creating thousands of additional jobs.

A Private Investment in Michigan

The legislation would create a bridge authority in partnership with the Canadian government. The authority will put out bids to privately design, privately develop, privately finance, privately construct and privately operate the new international bridge. Anyone can bid on this project – including the owners of the Ambassador Bridge. The State of Michigan will not expend any tax dollars to the authority and will not be liable for any debts or obligations as the legislation states:

An agreement involving the authority and a public agency of Canada relating to the Canadian contribution shall not impose any obligation on the department, the authority, this state or a political subdivision of this state to repay the Canadian contribution from revenues other than project revenue and project contribution.

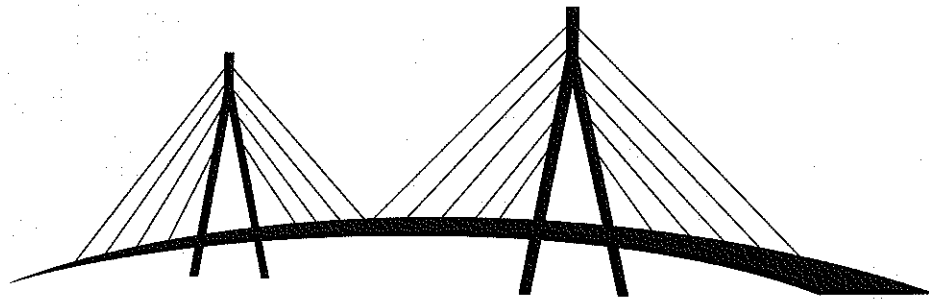
Furthermore, should the tolls collected from the bridge fall short of the dollars needed to repay the Canadian and/or private investors in the project, the Canadian government has agreed to accept the responsibility for any short-fall.

Creating Jobs for Michigan Workers

During the construction stage of the project, Michigan workers will build the Michigan side while Canadians build their side. It is estimated that 10,000 Michigan construction workers would be hired for the project and the new bridge would help support an additional 25,000 Michigan jobs once it's completed.

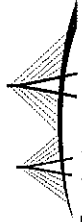
For more information, please go to:

www.newinternationaltradecrossing.com and www.partnershipborderstudy.com



New International Trade Crossing

Supporters



Supporting the New International Trade Crossing and Public Private Partnership Legislation

- Access Engineering
Advanced Geomatics
Alfred Benesch & Company
Alliance of Automobile Manufacturers
American Council of Engineering Companies of Michigan
American Axle & Manufacturing, Inc.
Amway Corp.
Ann Arbor SPARK
Ann Arbor/Ypsilanti Regional Chamber of Commerce
Argus-Press and Guide
Associated General Contractors of Michigan
Auto Dealers of Michigan
Automation Alley
Automotive Parts Manufacturers Association
Backstrom McCarley Berry & Co., LLC
Barton Malow
BASF
BC CAL KAL Port Development Corporation
Battle Creek Unlimited
Business Leaders for Michigan
Campbell Soup Company
Canadian Auto Workers
Canadian Automotive Partnership Council
Canadian Industrial Transportation Association
Canadian Manufacturers & Exporters
Canadian Motor Vehicle Manufacturers Association
Canadian Teamsters, Local 879
CCN Matthews News Distribution Experts
CH2M Hill
Chrysler
City of Wixom
Clairvoyant Energy
Cliffs Natural Resources, Inc.
Consumers Energy
Conway
Corradino Group of Michigan, Inc.
Cornerstone Chamber of Commerce
County Road Association of Michigan
CZAE
David Bing, Mayor of Detroit
Dearborn Press & Guide
Delta Airlines
Delta County Area Chamber of Commerce
Detroit Free Press
Detroit Logistics Company
Detroit News
Detroit Regional Chamber of Commerce
Detroit-Windsor Truck Ferry
DLZ Michigan, Inc.
Downtown Development Authority of
the City of River Rouge
- Economic Alliance for Michigan
Eddie Francis, Mayor of Windsor
Eliham Shayota LLC
Eisey Construction Products
Evans Group
Ex-Imp Global
Fishbeck, Thompson, Carr & Huber, Inc.
Ford Motor Company
Gannett Fleming of Michigan, Inc.
Gateway Communities Development Collaborative
General Motors
Governor Rick Snyder
Governor Jennifer Granholm
Governor James Blanchard
Governor John Engler
Governor William Milliken
Grand Rapids Area Chamber of Commerce
Grand Rapids Press
Grand Valley Metro Council
GreenStone Farm Credit Services
HH Engineering, Ltd.
HNTB Michigan, Inc.
Holland Area Chamber of Commerce
Honda North America, Inc.
International Union of Operating Engineers,
Local 324
International Union, UAW
Jackson County Chamber of Commerce
James Group International
Kellogg Company
Kevin Hinkley, Mayor of Wixom
L. Brooks Patterson, Oakland County Executive
Laborers International Union of North America, Local 625
Lakes Area Chamber of Commerce
Lake Superior Community Partnership
Lansing Regional Chamber of Commerce
Lansing State Journal
Magna
Masco Corporation
Meijer, Inc.
Meritor, Inc.
Michigan Aggregates Association
Michigan Agri-Business Association
Michigan Allied Poultry Industries Inc.
Michigan Association of Counties
Michigan Bankers Association
Michigan Farm Bureau
Michigan Infrastructure & Transportation Association
Michigan Manufacturers Association
Michigan Milk Producers Association
- Michigan Regional Council of Carpenters & Millwrights
Michigan State AFL-CIO
Monroe County Industrial Development Corporation
Motor and Equipment Manufacturers Association
Muskegon Area Chamber of Commerce
National Association of Manufacturers
Northwest Consultants, Inc.
NTH Consultants, Inc.
Oakland County Business Roundtable
Ohio Senate
OHL USA, Inc.
OHM Advisors
Ontario Chamber of Commerce
Ontario Road Builders' Association
Ontario Trucking Association
Opus International Consultants, Inc.
Original Equipment Suppliers Association
Parsons
Parsons Brinkerhoff
Potato Growers of Michigan Inc.
Robert A. Ficano, Wayne County Executive
Robert M. Thompson
Road Commission for Oakland County
Ryder Supply Chain Solutions
SEMCOG
Somat Engineering, Inc.
Southern Wayne Regional Chamber of Commerce
Southwest Detroit Community Benefits Coalition
Steelcase, Inc.
Steve Tobocman, former State Representative
Surveying Solutions, Inc.
TesTech, Inc.
The Daily Tribune
The Mannik & Smith Group, Inc.
The Michigan Building and Construction Trades Council
The News Herald
The Right Place
Toledo Blade
Toyota
Transystems
Traverse City Area Chamber of Commerce
TY Lin International
URS Corporation
URS Corporation Great Lakes
Utility Workers Union of America
U.S. Chamber of Commerce
Walbridge
Wayne County Commission
Wolverine World Wide, Inc.
Xtreme Power



WORLD HEADQUARTERS

David C. Dauch
President &
Chief Operating Officer

February 10, 2011

The Honorable Bruce Caswell
Michigan State Senate
720 Farnum Building
Lansing, MI 48909-7536

Dear Senator Caswell:

As President and COO of American Axle & Manufacturing, Inc. ("AAM"), a Tier One automotive supplier with facilities and employees who reside in your District, I am writing to express the company's strong support of the Detroit River International Crossing ("DRIC") project and the passage of Michigan House Bill 4131. I believe that this is a unique opportunity to invigorate Michigan's short and long-term economy by working in a public/private partnership with Canada to construct a much-needed international trade crossing from Detroit to Windsor, Ontario.

The DRIC would result in a new, modern border infrastructure to support U.S./Canada trade, attract new investments and protect our economic security. As the Governor announced, the deal he struck with the Federal and Canadian Governments allows Canada's \$550 million contribution to the project to be used as a match for Michigan to capture federal road dollars that would otherwise be allocated to other states. This would mean putting thousands of Michigan citizens back to work and providing the infrastructure that Michigan citizens and businesses deserve.

This package creates no new debt for Michigan and no new taxes. It will create jobs and enhance Michigan's \$44 billion a year trade relationship with Canada by providing additional capacity to move goods from our farmers, entrepreneurs and manufacturers. It will also send a strong national and international message that Michigan is a hub for global commerce.

We hope we can count on your support of the DRIC process for a new crossing between Detroit and Windsor.

Sincerely,

David C. Dauch
President & Chief Operating Officer

cc: Governor Rick Snyder

February 17, 2011

Mr. Kirk Profit
Governmental Consultant Services, Inc.
530 W. Ionia
Lansing, MI 48933

Dear Mr. Profit:

Among the keys to success in the 21st Century global marketplace is access to markets. From the innovative technology start-up to the established large scale manufacturer, success depends on the ability to maximize access to partners and customers around the world.

The marketplace is regional, national and international. Case in point is the fact that our region of Southeast Michigan encompasses more than just a handful of counties. Our region includes Ontario, Canada. Our neighbors in Windsor are as much a part of the Southeast Michigan region as Ann Arbor. Given this 21st Century reality, we should make prudent and intelligent investments in our physical infrastructure that enhance our region's access to talent and markets.

Ann Arbor SPARK is pleased to join the growing number of organizations to support the new bridge to Canada – the Detroit River International Crossing (DRIC). The DRIC Bridge will enhance the market opportunities between Michigan and Ontario, allowing both jurisdictions to capitalize on innovative ideas.

To reinvent Michigan, we must regain our entrepreneurial spirit and focus on the innovations of tomorrow. We must be willing and able to collaborate with partners wherever they may be, but particularly with our neighbors, in-state, out-of-state or across international borders. Among other things, these partners bring customers. Basic infrastructure is vital for such collaboration and includes physical infrastructure, such as the DRIC Bridge. It will play a critical role in advancing our economy. Therefore, of course, we support your efforts.

Sincerely,



Skip Simms
President and CEO (Interim)



RESOLUTION

OF THE AUTOMATION ALLEY BOARD OF DIRECTORS

February 23, 2011

A resolution regarding the New International Trade Crossing (NITC), the joint U.S. - Canadian border crossing solution, and legislation authorizing a public-private partnership (P3) for the NITC.

WHEREAS Automation Alley represents 1,000 high-technology businesses in the City of Detroit and the surrounding eight county region; and

WHEREAS Automation Alley exists to improve the overall business climate for its members by undertaking action which stimulates economic growth in the technology sector, promotes international trade and provides legislative advocacy for its members; and

WHEREAS the NITC would create 10,000 construction jobs and more than 30,000 indirect jobs during the construction period in the United States. The NITC also will help retain 25,000 jobs in Michigan that would be lost without additional crossing capacity and is expected to draw approximately 3,500 jobs into Southeast Michigan from outside the state; and

WHEREAS the Canadian pledge of \$550 million for the NITC infrastructure in Michigan can be used to leverage 2.2 billion in federal dollars for other projects around the state; and

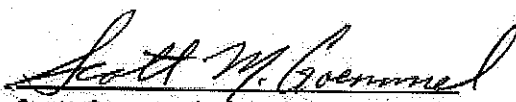
WHEREAS a public-private partnership will allow for public ownership of the bridge and private financing, construction, operation and maintenance while protecting the public interest; and

WHEREAS Michigan needs legislative authority to enter into the public-private partnership, to enter into an agreement with Canada to build the NITC and to charge tolls; and

WHEREAS Legislation will soon be introduced to authorize a public-private partnership for the NITC.

NOW THEREFORE, LET IT BE RESOLVED that Automation Alley supports the NITC project and accompanying legislation that will allow for the construction, charging of tolls and/or creation of a public-private partnership to finance and deliver the NITC.

MOTION: Lewis
SECOND: Mitchell
APPROVED: Unanimous
ATTESTED: None


Scott Goemmel, President
Automation Alley Board of Directors

February 1, 2011

Governor Rick Snyder
P. O. Box 30013
Lansing, Michigan 48909

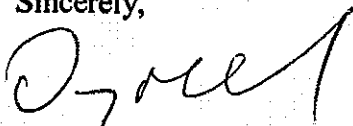
Reference: Detroit Regional International Crossing (DRIC)

Dear Governor Snyder:

Barton Malow Company strongly supports your plan for the DRIC. The DRIC is good for Michigan, our nation, and would greatly benefit our local economy and residents. The construction industry in Michigan is currently experiencing unemployment greater than 20% and would be a major beneficiary from the DRIC.

Barton Malow Company, headquartered in Southfield, Michigan, provides construction management, design-build, program management, general contracting, technology and rigging services throughout North America. Niche market specialties include sports and special events, healthcare, educational, federal, industrial and energy facilities. Barton Malow has a staff of 1,400 employees in 13 offices in the United States and Mexico. Annual firm revenues exceed \$1.2 billion.

Sincerely,



Doug Maibach
Senior Vice President



March 4, 2011

Honorable Rick Snyder
Governor
State of Michigan
P.O. Box 30013
Lansing, Michigan 48909

Dear Governor Snyder:

On behalf of Battle Creek Unlimited, the economic development organization for the city of Battle Creek, this correspondence indicates support for the initiative creating a much-needed international bridge crossing from Detroit to Windsor, Ontario.

Your innovative approach, securing an agreement with the Federal Highway Administration while leveraging the financial contribution from Canada, protects Michigan taxpayers and ensures a boost to Michigan's competitive capabilities in North American trade.

In Battle Creek, the vitality of our economy relies upon efficient transportation of people and goods. From our largest employers in the automotive and food processing sectors to smaller enterprises participating in cross-border trade, timely access to Canadian markets, suppliers, and customers is critical to continuing success in job creation and retention. In Battle Creek's Fort Custer Industrial Park, with more than 90 companies employing in excess of 9,000 people, it is estimated that nearly half the jobs are with companies engaged in trade with Canada.

We thank you for your leadership on this bi-national transportation plan, and wholeheartedly look forward to its completion.

Sincerely,

Karl Dehn
President and CEO

Cc: Kirk Steudle, Director, Michigan Department of Transportation
Honorable Carl Levin, US Senator
Honorable Debbie Stabenow, US Senator
Honorable Tim Walberg, US Representative, Michigan 7th District
Honorable Fred Upton, US Representative, Michigan 6th District
Honorable Mike Nofs, Senator, State of Michigan
Honorable Kate Segal, Representative, State of Michigan
Honorable Jace Bolger, Representative, State of Michigan
George Franklin, City of Battle Creek

BC CAL KAL

BC CAL KAL Inland Port Development Corporation
Port of Battle Creek - Foreign-Trade Zone 43

March 1, 2011

Honorable Rick Snyder
Governor
State of Michigan
P.O. Box 30013
Lansing, Michigan 48909

Dear Governor Snyder:

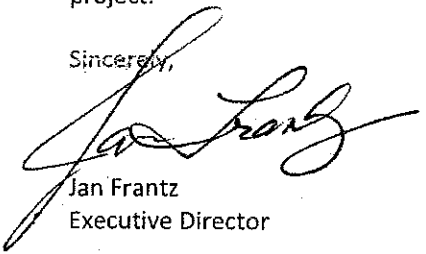
This correspondence serves as support from the Battle Creek / Calhoun County / Kalamazoo County Inland Port Development Corporation (BC CAL KAL), for the bridge project known as the "Detroit River International Crossing."

BC CAL KAL Inland Port Development Corporation is an IRS designated 501(c)(3) nonprofit corporation, under contract since 1978 with the City of Battle Creek to administer the federal grant of authority for Foreign-Trade Zone No. 43 (FTZ 43). BC CAL KAL conducts economic development services, enhancing the global competitiveness of industries within its service area across western Michigan. Based at the US Customs and Border Protection Port of Battle Creek, FTZ 43 provides services to importers, exporters, manufacturers and distributors.

Goods totaling more than \$44.6 million were exported last year from FTZ 43 sites. Of that amount, an estimated \$22.4 million in goods were exported from FTZ 43 in Michigan to locations in Canada. Nearly 100% of the exports moved on ground transportation. From our vantage point, efficient, available, robust infrastructure is essential to the continuing vitality, and viability, of Michigan business and industry.

We applaud your support of the recent bi-national plan to construct a new bridge crossing between Detroit and Windsor. We commend our neighbor Canada for proposing an innovative public-private partnership, and offering up an equity stake in the project. We look forward with anticipation to the start – and finale – of this praiseworthy project.

Sincerely,



Jan Frantz
Executive Director

Cc: Kirk Steudle, Director, Michigan Department of Transportation
Honorable Carl Levin, US Senator
Honorable Debbie Stabenow, US Senator
Honorable Tim Walberg, US Representative, Michigan 7th District
Honorable Fred Upton, US Representative, Michigan 6th District
Honorable Mike Nofs, Senator, State of Michigan
Honorable Kate Segal, Representative, State of Michigan
Honorable Jace Bolger, Representative, State of Michigan



Blue Water
Bridge Canada

Pont Blue
Water Canada

1 Bridge Street
Point Edward, ON
N7V 4J5

1, rue Bridge
Point Edward (ON)
N7V 4J5

May 26, 2010

Fausto Natarelli, Director
Windsor Border Initiatives Implementation Group
Provincial Highways Management Division
Ontario Ministry of Transportation
Macdonald Block, 1st Floor, Room M1-21
900 Bay St
Toronto, ON M7A 2A2

Dear Mr. Natarelli,

RE: Detroit River International Crossing Project (DRIC)

Blue Water Bridge Canada (BWBC) is taking this opportunity to reiterate its endorsement of the DRIC Project and to reaffirm our position that traffic through our border point will be largely unaffected by an additional crossing in the Windsor/Detroit corridor area.

As a Crown Corporation we are committed to operating a safe and efficient border crossing for the shared economic, social and environmental interests of Canada and the United States. In response to the ongoing and anticipated needs within our transportation corridor, BWBC is currently undergoing a \$110-million plaza expansion. Our partner who operates the U.S. portion of the Blue Water Bridge, the Michigan Department of Transportation, is in the midst of a complementary plaza expansion of an even greater magnitude, to provide a safe and efficient linkage to the roadway network extending beyond Port Huron, MI. We strongly believe that such forward-looking border infrastructure improvements, including those proposed under DRIC, are critical in efficiently and effectively providing the advanced engineering designs, the safety and security systems and the appropriate customer facilities and services that will continue to support the high volume of trade and social interaction between the two neighbouring nations well into the future.

Further, BWBC has reviewed the DRIC traffic volume forecasts in detail, and consulted with both commercial and personal vehicle customers about their route selection parameters. We know that the route, thus the border crossing, taken by a majority of cross-border travellers is predetermined, dictated mainly by the proximity of the vehicle's destination to its origin. As such, BWBC does not believe that the DRIC Project will negatively affect our traffic volumes and revenues. It is our belief that appropriately sized, modern border infrastructure at all crossing points can only enhance the overall use of commercial and personal ground transportation between Canada and the United States.

Yours sincerely,

Chuck Chrapko, President/CEO
Blue Water Bridge Canada

Canada



FOR IMMEDIATE RELEASE

Contact: Kelly Chesney
313-909-8203
kellyc@businessleadersformichigan.com

Business Leaders for Michigan Indicates Support for the New International Trade Crossing

DETROIT, Mich., February 24, 2011 – Business Leaders for Michigan, the state's business roundtable, today announced its full support for the New International Trade Crossing.

Commenting on the group's decision, Doug Rothwell, President and CEO said "At Business Leaders for Michigan, our mission is to promote effective economic and state policy strategies that will make Michigan a "Top Ten" state for job and economic growth. We developed our Michigan Turnaround Plan as a holistic, comprehensive strategy to achieve that goal. A key element of the plan is to maximize scarce state resources by investing in areas that promote economic development and future growth, including our roads and infrastructure. Given the obvious alignment between this aspect of our plan and the building of the New International Trade Crossing, our Board has given its full support to the project."

Along with the Detroit Region Aerotropolis, building the New International Trade Crossing will help position Michigan as an important hub for the transport of goods across North America.

About Business Leaders for Michigan:

Business Leaders for Michigan (www.BusinessLeadersforMichigan.com) is a private, non-profit executive leadership organization dedicated to making Michigan a "Top Ten" state for job and economic growth. The organization is composed exclusively of the chairpersons, chief executives or most senior executives of Michigan's largest companies and universities, which provide over 320,000 jobs in Michigan, generate over \$1 Trillion in annual revenue and serve over 130,000 students. The organization's work is defined by the Michigan Turnaround Plan, a holistic, fact-based strategy to get Michigan's economy back on track. Visit www.michiganturnaroundplan.com for more information.

###

Kelly D. Johnston
VICE PRESIDENT GOVERNMENT AFFAIRS

Telephone: (856-968-4367)

Fax: (856-342-3889)

Kelly_Johnston@campbellsoup.com



Campbell Soup Company
1 Campbell Place
Camden, NJ 08103

February 23, 2011

The Honorable Rick Snyder
Office of the Governor
P.O. Box 30013
Lansing, Michigan 48909

Dear Governor:

On behalf of the Campbell Soup Company, a US-based global food manufacturer with operations in Michigan, I write to endorse the New International Trade Crossing.

Campbell Soup Company employs more than 10,000 employees in North America who work at 24 manufacturing plants. That includes a seasonal facility in Marshall and related operations in 13 states and the province of Ontario, plus a network of co-manufacturers and suppliers on both side of the US and Canadian borders. Campbell sent more than 7,000 truck shipments across the US-Canada border last year. About 75 percent of that trade traffic occurs at the current Detroit-Windsor crossing.

The proposed new international trade crossing will enable Campbell to better meet the needs of our North American business and consumers. Different crossings in different areas offer border crossers like Campbell options to ensure timely delivery of products to our customers, and ingredients and supplies to our manufacturing facilities. It will also help project our supply chain from border closures due to weather, infrastructure delays, traffic backups or threats to our security. A variety of new laws and regulations since September 11, 2001, including the newly-enacted Food Safety Modernization Act, require more inspection space in both the US and Canada. The crossing's location provides ample room on both sides of the river.

We're impressed by your proposal to build the bridge as a public private partnership agreement, much like Canadian law and some 20 states already allow. We're also impressed that Canada's generous offer of \$550 million will obviate the need for Michigan tax revenue to construct the new border crossing.

We are pleased to join many other employers across Michigan in support of this new crossing.

Sincerely,

A handwritten signature in cursive script that reads "Kelly Johnston".

REPORT TO CITY COUNCIL FROM THE CITY MANAGER

APRIL 12, 2011

SUBJECT: CONSIDERATION OF ADOPTION OF A RESOLUTION IN SUPPORT OF THE NEW INTERNATIONAL TRADE CROSSING PROJECT (NITC)

ADMINISTRATIVE SUMMARY:

As you may recall, we provided information on the New International Trade Crossing Project in both the February 22nd and March 8th Manager's Updates outlining the financing of the NITC as announced by Governor Snyder at his State of the State Address, January 19, 2011. The Governor explained that the federal government will provide 80% of the cost and the Canadian government will contribute \$550 million to cover the Michigan or local portion of the project, as well as cover any project shortfalls while Michigan taxpayers bear no financial liability.

Lieutenant Governor Calley recently announced that the project also qualifies the state for an additional \$475 million in matching federal transportation dollars enabling the State to obtain its maximum allowable federal transportation allocation for at least the next five (5) years.

Also accompanying this report is an excerpt from a December 2008 Michigan Department of Transportation (MDOT) Environmental Crossing Impact Statement and Study, that projects significant job creation in the Wixom area between now and 2035 if a new crossing is approved.

Additional information illustrating the regional need and benefit of a new crossing is provided below:

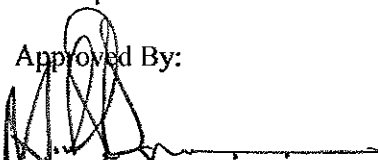
- A new crossing will sustain trade between the U.S., Michigan, and Canada while increasing jobs.
- A new crossing will help retrieve 25,000 jobs that otherwise would be lost and create 3,500 jobs in Southeast Michigan.
- Almost all the jobs would be in the manufacturing and related sectors.
- The added \$1.4 billion investment in Michigan will positively impact Wixom and the immediate region.
- The ability to use the investment dollars as federal match for transportation dollars will leverage needed road improvements in Wixom, Southwest Oakland County and the region.

Finally, the City recently received a correspondence (see attached) from the Lakes Area Chamber of Commerce (LACC) citing their support of the Governor's plan and the States efforts with regard to the NITC project urging the Wixom City Council to support this endeavor, as well as transmit a message of support to its State Representative and Senator along with the Governor's office.

In other developments, opposition television commercials have been run on Metro Detroit TV stations, paid for by the owners of the Ambassador Bridge, the Detroit International Bridge Company, at an estimated cost of \$400,000. For more information please refer to the NITC Fact Sheet, attached.

RECOMMENDATION: In view of the above, and attachments, it is recommended that the attached Resolution in Support of the New International Trade Crossing Project be adopted.

Approved By:



J. Michael Dornan, City Manager

Attachments: Resolution in Support of New International Trade Crossing Project
Excerpt of 2008 MDOT Environmental Impact Statement and Study
LACC letter of NITC support dated 04/07/11
Fact Sheet #23 – NITC Coalition

**CITY OF WIXOM
RESOLUTION 2011-07
SUPPORTING THE NEW INTERNATIONAL TRADE CROSSING (NITC) PROJECT**

- WHEREAS,** Canada is the largest foreign trade partner with the United States; and
- WHEREAS,** Michigan accounts for more than half of the total U.S. trade with Canada, which averages \$1.5 billion per day and supports 7.1 million U.S. jobs and more than 221,500 jobs in Michigan; and
- WHEREAS,** approximately 54% of the U.S./Canada trade moves by truck, and roughly half (approximately 45.5%) of the trucks use the Detroit and Port Huron border crossings; and
- WHEREAS,** plans are underway to build an additional international border crossing system over the Detroit River, the New International Trade Crossing (NITC), which will consist of a six-lane bridge, three Canada-bound and three U.S.-bound lanes, connected to new U.S. and Canadian inspection plazas; and
- WHEREAS,** the NITC will have an enormous economic impact on not only the U.S. economy, but that of Michigan, Oakland County and Wixom as well, creating 10,000 construction jobs and more than 30,000 indirect jobs during the construction period in the U.S.; and
- WHEREAS,** as reported out in the "DRIC" Final Environmental Impact Statement and Final Section (4F) Evaluation of December 2008, the NITC will also help retain 25,000 jobs that would be lost without additional crossing capacity and is expected to draw about 3,500 jobs into Southeast Michigan from outside the state; and
- WHEREAS,** the majority of these jobs as cited in the study will be created in communities along the I-96 and M-5 corridors in Western Oakland County, including Wixom; and
- WHEREAS,** Michigan and Transport Canada are pursuing a Public-Private Partnership to finance and deliver the NITC in the form of a long-term concession agreement which will seek to maximize private sector participation and financing, and allow for public ownership of the bridge, and for private financing, construction, operation, and maintenance while protecting the public interest; and
- WHEREAS,** Michigan needs legislative authority to enter into the Public-Private Partnership, including an agreement with Canada to build the NITC, and to charge tolls; and
- WHEREAS,** the proposed location for the New International Trade Crossing, being separate from rather than adjacent to the existing crossings over the Detroit River, would provide more security for both Canada and the United States;

NOW THEREFORE BE IT RESOLVED that on this 12th day April, 2011, the City Council of the City of Wixom hereby supports the New International Trade Crossing (NITC) project and legislation that will allow for the construction, charging of tolls, and/or creation of a Public-Private Partnership to finance and deliver the NITC; and

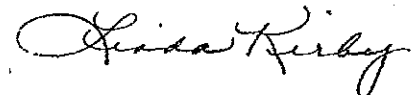
BE IT FURTHER RESOLVED that the City of Wixom encourages initiatives that require benefits and investments in communities hosting the NITC project, including job creation, green development, improving air quality, housing and other benefits that improve the quality of life for residents; and

BE IT FURTHER RESOLVED that the New International Trade Crossing will have an immeasurable economic impact on the State of Michigan, the region and the City of Wixom and will lay the foundation for future productivity, growth, and economic stability of local economies.

BE IT FURTHER RESOLVED that the Clerk is hereby directed to forward this Resolution to the Lakes Area Chamber of Commerce, surrounding communities, members of the State Legislature and the Office of the Governor.

CERTIFICATION OF CLERK:

I, Linda Kirby, City Clerk for the City of Wixom, Oakland County, Michigan, do hereby certify the foregoing to be a true and correct copy of a Resolution adopted by the Council of said City of Wixom at its regular meeting duly called and held on Tuesday, April 12, 2011.



Linda Kirby, City Clerk





CLIFFS NATURAL RESOURCES INC.

1100 Superior Avenue, Suite 1500, Cleveland, OH 44114-2544
P 216.694.5700 F 216.694.4880 cliffsnaturalresources.com

February 3, 2011

The Honorable Tom Casperson
Michigan Senate
State Capitol Building
Lansing, Michigan 48909

Subject: New Proposal for International Bridge Crossing

Dear Senator Casperson:

I am writing on behalf of Cliffs Natural Resources to bring to your attention Cliffs' support for the new proposal for an international bridge crossing of the Detroit River. Please be aware that Cliffs Natural Resources fully supports this project and believes that construction of the international bridge will contribute to keeping Michigan, and the domestic manufacturing industry, competitive at a national and international level.

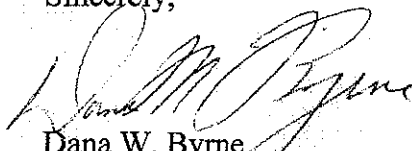
Cliffs Natural Resources is an international mining and natural resources company and the largest producer of iron ore pellets in North America. Cliffs is proud to provide over 1,500 family-sustaining jobs in the state. We support the construction of a new international bridge crossing to encourage job creation in Michigan, to support the domestic manufacturing industry, and to promote free commerce between an important international trading partner.

You may be aware that Cliffs' operations in the state were temporarily running at reduced capacity due to national economic conditions, and particularly those affecting heavy manufacturing. As a direct supplier to the domestic steel industry, whose customers include heavy manufacturers, Cliffs Natural Resources supports efforts to make one of the largest sectors of our economy more competitive. When the economy recovers, Michigan must be well positioned to play a leading role in North American manufacturing and trade – or others will.

Cliffs Natural Resources operates in both the United States and Canada, and our business involves transport of millions of tons of raw materials annually. Consequently, Cliffs supports efforts to make Michigan's transportation and international crossing capacity to be more competitive. Support for a new international bridge crossing is consistent with moving American product into North American commerce.

Cliffs is proud to be a contributor to Michigan's economy for over 160 years. We look forward to continue to operate in this State and are pleased to lend our support to projects that encourage economic growth and job creation. Our company is mindful that leading manufacturers in the state believe that completion of the new international bridge crossing represents an important economic development tool. Cliffs Natural Resources does as well and commends your efforts to help move this project forward. We look forward to working with you and the new administration on reinventing Michigan.

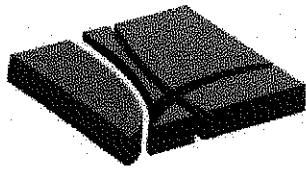
Sincerely,



Dana W. Byrne

Vice President - Government & Public Affairs

cc. State Representative Frank Foster, District 107
State Representative Matt Huuki, District 110
State Representative Steven Lindberg, District 109
State Representative Ed McBroom, District 108
State Senator Howard Walker, District 37



**CORNERSTONE
CHAMBER
of COMMERCE**

Lake, Life & the Pursuit of Business

**Cornerstone Chamber of Commerce
Resolution of Support for the
New International Trade Crossing at Detroit**

WHEREAS, Canada is the largest foreign trade partner for the United States, the largest foreign trade partner for the State of Michigan, and Michigan's top export market; and

WHEREAS, an estimated 4,500 jobs in Berrien County alone depend on trade with Canada, and almost 7-percent of Whirlpool Corporation's global revenue is from sales in Canada, Whirlpool being the largest member of Cornerstone Chamber of Commerce; and

WHEREAS, jobs at other local companies including New Products Corporation in Benton Harbor and Bosch Braking Systems in St. Joseph, as well as other companies based in West Michigan such as Meijer, Amway, Steelcase, Kellogg, and Wolverine World Wide depend on trade avenues with Canada; and

WHEREAS, plans are underway to build a New International Trade Crossing (NITC) system over the Detroit River, consisting of a six-lane bridge with three lanes bound for the United States and three lanes bound for Canada, connected to new U.S. and Canadian inspection plazas; and

WHEREAS, such a crossing will have an enormous economic impact on the U.S. economy, creating 10,000 construction jobs and more than 30,000 indirect jobs during the construction period in the U.S.; and

WHEREAS, the State of Michigan and Transport Canada are pursuing a public-private partnership to finance and deliver said new bridge crossing; and

WHEREAS, said partnership will be in the form of a long-term concession agreement that will seek to maximize private sector participation and financing by allowing for public ownership of the bridge and private financing, construction, operation, and maintenance of the bridge while protecting the public interest; and

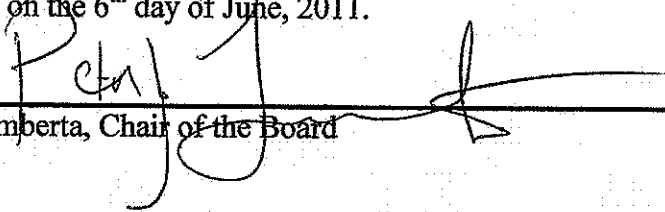
WHEREAS, the State of Michigan needs legislative authority to enter into the partnership and to enter into an agreement with Canada to building said crossing; and

WHEREAS, a modern border crossing that can support the ever-increasing trade and travel between our two nations is essential to the economies of our state and region; and

WHEREAS, legislation will soon be introduced to authorize a public-private partnership for the NITC,

NOW THEREFORE, BE IT RESOLVED that the Cornerstone Chamber of Commerce Board of Directors hereby supports the NITC project and accompanying legislation that allow for the construction, charging of tolls and/or creation of a public-private partnership to finance and deliver the NITC.

Adopted on the 6th day of June, 2011.



Peter Lamberta, Chair of the Board

LAW OFFICES OF

F. DENNIS LUKE

8415 PARK AVENUE
ALLEN PARK, MICHIGAN 48101
(313) 381-5581
FAX: (313) 381-0311

F. DENNIS LUKE

RANDALL ROSS
OF COUNSEL

May 18, 2011

Office of Governor Rick Snyder
P. O. Box 30013
Lansing, MI 48909

Re: New International Bridge

Dear Governor Snyder:

The Downtown Development Authority of the City of River Rouge is extremely supportive of the construction of a new International Bridge at the proposed location in Detroit, Michigan. That location is approximately 1½ miles from the City of River Rouge. The DDA is of the opinion that the bridge would have a positive impact on the City both during construction and after. In addition, the city has sufficient available housing stock to accommodate those who might be displaced by the project.

Enclosed please find the Downtown Development Authority's resolution of support for the new bridge.

Very truly yours,



F. Dennis Luke
Corporation Counsel
Temporary DDA Director

FDL/amb

encl.

The following is a true copy of a resolution adopted by the Downtown Development Authority of the City of River Rouge at their regular meeting held on April 26, 2011.

NEW INTERNATIONAL BRIDGE

MOVED by **MICHAEL THOMAS**, supported by **MICHAEL BOWDLER**.

WHEREAS the United States and Canada enjoy a special relationship, not the least of which involves a huge trade relationship upon which hundreds of thousands of U. S. and Michigan jobs depend; and

WHEREAS a large volume of trade moves by truck through eastern Michigan particularly Wayne County to Ontario, Canada and beyond; and

WHEREAS the New International Trade Crossing (NITC) (the Bridge) would greatly enhance the trade relations with Canada and have an enormous economic impact not only on the U. S economy but that of southeastern Michigan, the City of River Rouge, the County of Wayne and the State of Michigan; and

WHEREAS the construction of the Bridge will generate approximately 10,000 construction jobs and thousands of related jobs during the five-year construction process; and

WHEREAS the financial and grant opportunities crafted by the State of Michigan, the Province of Ontario, the Government of Canada and the Federal Government are simply too attractive to lose impacting as it does areas well away from the Bridge, and

WHEREAS the proposed second bridge and its location not only enhances trade and development opportunities but would improve security for both Canada and the United States, and

WHEREAS Michigan needs legislative authority to enter into the Public-Private Partnership including an agreement with Canada to build the Bridge and to charge tolls,

NOW THEREFORE BE IT RESOLVED that the Downtown Development Authority of the City of River Rouge, supports the New International Trade Crossing (NITC) project and legislation that will allow for the construction, charging of tolls and/or creation of a Public-Private Partnership to finance and build the NITC.

BE IT FURTHER RESOLVED that the City of River Rouge vigorously encourages initiatives that require benefits and investments in communities hosting the NITC project including the City of River Rouge which is located within one-mile of the Bridge location, including job creation, green development, improving air quality, housing and other benefits that improve the quality of life for residents, and

BE IT FURTHER RESOLVED to forward this Resolution to the Southern Wayne County Chamber of Commerce, the Michigan Municipal League, neighboring communities, Members of the State Legislature and the Office of the Governor.



F. DENNIS LUKE
Corporation Counsel
Temporary DDA Director



William Clay Ford, Jr.
Executive Chairman

Ford Motor Company
One American Road
Dearborn, MI 48126-2701 USA

February 8, 2011

The Honorable Rick Snyder
Governor of Michigan
P.O. Box 30013
Lansing, Michigan 48909

Dear Governor Snyder,

On behalf of Ford Motor Company, I am writing in support of a new international trade crossing. Michigan and Ontario are central to Ford's international competitiveness:

- In Michigan, Ford employs more than 38,000 people and has 16 major manufacturing facilities
- In Ontario, Ford employs about 7,300 employees and has 4 major manufacturing facilities
- The combination of these centers of economic growth produces the Ford F-150, Mustang, Edge and Focus – and engines powering a full range of Ford and Lincoln products.

The border crossing plays a key role in Ford's business operations – on a typical day, 600 trucks carrying components, engines and completed vehicles cross the border between Ontario and Michigan.

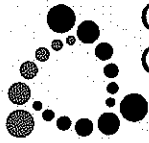
If anything were to happen to stop or disrupt traffic for any extended period of time on the current Ambassador Bridge, the economic effects for Ford, our suppliers and the hundreds of other businesses that depend on the crossing, would be devastating. The redundancy of a new bridge minimizes the risk of disruption of cross-border traffic.

It is also critically important to the region and Michigan. Detroit is home to the busiest border crossing in North America based on trade volume, with a value of almost \$500 million in goods crossing daily. To compete as a world-class community, we strongly support the construction of any new crossings to improve traffic flow and reduce or eliminate congestion. We also need this crossing to be built expeditiously – for these reasons Ford Motor Company supports Michigan's New International Trade Crossing.

Sincerely,

cc: Senator Randy Richardville, Senate Majority Leader
Representative Jase Bolger, Speaker of the House
Senator Gretchen Whitmer, Senate Democratic Leader
Representative Rick Hammel, House Democratic Leader
The Michigan Legislature





Grand Rapids Area
Chamber of Commerce

FOR IMMEDIATE RELEASE

March 16, 2011

CONTACT:

Andy Johnston

VP, Government Affairs

616.822.1878

johnstona@grandrapids.org

GRAND RAPIDS CHAMBER SUPPORTS NEW INTERNATIONAL TRADE CROSSING

Grand Rapids – Today, the Grand Rapids Area Chamber of Commerce announces its support for the New International Trade Crossing, an initiative vital to the economic competitiveness of Michigan.

“A well-functioning border is important to our region and state. The construction of an additional bridge will provide immediate value to Michigan companies doing business in Canada,” said Jeanne Englehart, President and CEO of the Grand Rapids Area Chamber of Commerce. “With the goals of creating and supporting continued economic growth, the Chamber supports the construction of the New International Trade Crossing. It’s a win for our members.”

According to Andy Johnston, the Chamber’s Vice President of Government Affairs, the New International Trade Crossing is a project that will not only strengthen the trade relationship between Canada and the United States, it will allow Michigan to leverage billions of dollars in federal transportation funds to pay for needed upkeep of our roads. “The proposed public/private partnership will create no new debt and no new taxes for taxpayers,” he says.

###

About the Grand Rapids Area Chamber of Commerce

With more than 120 years of experience creating opportunities for business success, the Grand Rapids Area Chamber of Commerce is the premier business membership organization in West Michigan. Though the area’s largest employers are among its 2,800 member businesses, more than 80% of members are small companies with 50 or fewer employees. By helping members connect, grow and succeed, the Grand Rapids Area Chamber of Commerce is a community partner that provides value for members, enhances the business climate in the area, and advocates for public policy that supports economic growth and vitality.

Connect. Grow.
Succeed!

HONDA

Honda North America, Inc.
1001 G Street, N.W. Suite 950
Washington, D.C. 20001
Phone (202) 661-4400

February 10, 2011

The Honorable Rick Snyder
Governor of Michigan
111 South Capitol
Lansing, Michigan 48909

Dear Governor Snyder:

In the 29 years since we became the first Japanese automaker to build cars in North America, Honda has relied critically on the flow of commerce between the United States and Canada, and among our vast supplier network and its key sourcing points in Michigan.

We are writing you to express our strong support for the Detroit River International Crossing project, which is so important to maintaining the vitality of the auto industry on this continent.

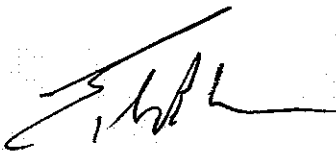
Honda has more than 100 first-tier suppliers in Michigan, part of a network of more than 500 partsmaking companies in the United States and more than 100 in Canada. We built our first car in the United States in 1982 and our first in Canada just four years later. Today, our U.S. plants have an annual capacity of well over 1 million vehicles and 1.3 million engines, while our Canadian plants can produce nearly 300,000 vehicles and 200,000 engines.

In 2010, more than 87 percent of Honda and Acura brand vehicles sold in the United States were produced in North America. We build 15 distinct models between the two countries and the more than \$15 billion in parts that we purchase for these cars and trucks require countless border crossings – the vast majority of which occur in Michigan.

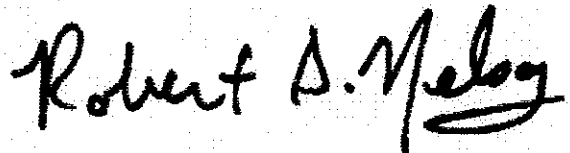
Americans and Canadians can be proud of the trade between our two countries. Yet, to secure our future, a new span across the Detroit River is needed to improve the efficiency – in both time and cost – of parts and finished vehicles moving between manufacturers and consumers.

On behalf of Honda's more than 30,000 associates in North America, we hope that you and the Michigan Legislature authorize the construction of this bridge – a critical link to the future of our industry.

Sincerely,



Edward B. Cohen, Vice President
Government & Industry Relations
Honda North America, Inc.



Robert Nelson, Vice President
North America Purchasing
Honda of America Mfg., Inc.

A NEW BRIDGE TO CANADA WILL CREATE JOBS, ATTRACT BUSINESSES

The International Union of Operating Engineers strongly supports Governor Snyder's plan to build a new international bridge while leveraging \$2 billion in much-needed federal road funds. Business and labor leaders all agree that this plan will create much-needed Michigan jobs for workers from across the state and help jumpstart our struggling economy, all while placing no strain on the state budget.

Skilled Michigan workers are trained and ready to build the bridge

IUOE Local 324 members are trained, skilled and ready to build the bridge. Our members receive classroom and field training — including specialized bridge-building skills — at IUOE's state-of-the-art, 515-acre training center in Howell, which is funded entirely by members to the tune of \$4 million a year. Investing in our own training is part of the culture of our organization and a key cornerstone of the proud history of IUOE. IUOE Local 324 and the rest of the trades have trained a strong workforce so that there are enough Michigan workers to supply labor demands. This means not one worker will need to come from out-of-state.

Creating jobs for Michiganders from every county

Building a new international bridge will create 10,000 direct Michigan jobs and nearly 30,000 more spin-off jobs. These jobs will come from every county in Michigan — not just Metro Detroit. The Kennecott mine project in the U.P., for example, drew workers from as far away as Monroe County. This all means thousands upon thousands of middle-class workers spending their paychecks at local restaurants, hardware stores and supermarkets throughout our state, helping to jumpstart Michigan's economy.

Furthermore, the new bridge will strengthen Michigan's role as an international hub for trade and commerce. Michigan is in competition with other states, and it's not a competition we can afford to lose. Buffalo, N.Y., is looking to build an additional bridge to increase its international trade capacity. Unless Michigan takes action now, our state will lose jobs and investments to other states, as the logistics industry is extremely sensitive to the bottlenecks that are created by a lack of adequate bridge crossings.

Added incentive

Governor Snyder's innovative deal smartly leverages the \$550 million from Canada toward \$2 billion in federal matching funds that can be applied to fixing Michigan's crumbling infrastructure. According to the Federal Highway Administration, each \$1 billion investment supports 30,000 jobs — that means this deal will create 60,000 jobs, on top of bridge-related jobs.

In addition, high-quality infrastructure will attract more businesses to Michigan. The quality of a state's transportation infrastructure is a top factor that businesses look at when deciding where to locate, according to recent surveys by *Site Selection Magazine*. Corporate real estate executives ranked transportation infrastructure as more important than tax rates, tax incentives, and prices and building supplies.

Unless we take action now, businesses will continue to bypass Michigan and invest in states with superior infrastructure.



Local 324

WE BUILD, WE OPERATE, WE MAINTAIN

The International Union of Operating Engineers Local 324 represents about 17,000 Michigan workers who build, operate and maintain Michigan's buildings, power plants, schools, roads and bridges. The union is dedicated to working with the business community to create jobs and build a stronger future for Michigan.



Commerce Township Chamber of Commerce
Walled Lake Chamber of Commerce
Waterford Township Chamber of Commerce
White Lake Township Chamber of Commerce
Wixom Chamber of Commerce
Wolverine Lake Chamber of Commerce
Union Lake Business District

305 N. Pontiac Trail, Suite A, Walled Lake, Michigan 48390
248-624-2826 - Phone 248-624-2892 - Fax

BOARD OF DIRECTORS

President

MARK STEINBERG, CFP
UBS Financial Services, Inc.

Vice Presidents

BILL ILLIS
Genisys Credit Union

LYNN TROSSIAN
Huron Valley-Sinai Hospital

Treasurer

WALTER ROSENBLUM
Accounting Systems Consultants

Past President

ROBERT MCGEE
Associate Member

DIRECTORS

JENNIFER BURLEY
Lotus Bank

DOUG BROWNE
Farm Bureau Insurance

MATT BURNS, CPA
Thomas M. Burns, CPA's

JAMES W. FANCY
Spinal Column Newsweekly

DR. GORDON MAY
O.C.C. - Highland Lakes Campus

IDA GOUTMAN
Advertising Alternatives

PHILLIP H. HOUGH, JR., CPA
Lakes Area Tax & Accounting Svcs.

CAROL WAGNER
Travel Plus/Travel Leaders

PAT WLODARCZYK
Modern Floors//Carpet One

OFFICE STAFF

JO LOUISE ALLEY
Executive Director

SHARON MCGREGOR
Executive Assistant

CAROL BITNER
Executive Assistant

JIM SZEGI
Membership Manager

Website:
www.lakesareachamber.com

E-mail:
info@lakesareachamber.com

Friday, April 8, 2011

Honorable Rick Snyder
Governor
State of Michigan
P.O. Box 30013
Lansing, MI 48909

Dear Governor Snyder:

On the behalf of the Lakes Area Chamber of Commerce, we are happy to announce that our Board of Directors voted to support your efforts for the New International Trade Crossing between Detroit and Windsor.

Adding this new crossing will increase trade between the United States and Canada, opening the door for private investment throughout the state, but more importantly this will represent a substantial increase in investment and job growth along the M-5 corridor. This West Oakland Region would gain job security along with substantial business development, both of which are necessary in this troubling economy. This proposal and its development will improve the communities throughout Michigan and within our West Oakland region.

Additionally, receiving federal matching dollars for this project will enhance funding that is crucial to our current dilapidated road system that continues to subside daily. With enhanced business opportunities, increased job creation, and the potential for improving road conditions in Oakland County, your effort will enhance the business and individual lives in the communities we serve.

Therefore, we here at the Lakes Area Chamber of Commerce wish to extend our hands to help support your goals for increasing trade between the United States and Canada. In our effort helping this cause, we have sent letters to local community leaders, State Senators, and State Representatives in the West Oakland region asking them to support upcoming legislation for the New International Trade Crossing. We thank you for taking this challenge in your inaugural year and we look forward to helping you succeed in bringing this new port of entry to reality.

Sincerely,

Jo Alley
Executive Director
Lakes Area Chamber of Commerce

Bill Illis
Vice President and Gov Affairs Chair
Lakes Area Chamber of Commerce



LSCP ISHPEMING OFFICE

215 West Hematite Drive • Ishpeming, MI 49849
(906) 486-4841 • FAX (906) 486-4850

LSCP MARQUETTE OFFICE

501 South Front Street • Marquette, MI 49855
(906) 226-6591 • FAX (906) 226-2099

1-888-578-6489 • www.marquette.org • lscp@marquette.org

March 24, 2011

Governor Rick Snyder
State Capitol Building
PO Box 30013
Lansing, MI 48909

Dear Governor Snyder:

The Lake Superior Community Partnership is a private-public partnership in Marquette County, Michigan whose mission is focused on the promotion and advancement of economic and community development. Our members, 800 strong, are committed to this mission through the investment of time and resources.

On March 24, our Board of Directors voted to support the International Trade Crossing (ITC) as you have proposed. While you may wonder why the Upper Peninsula would be concerned enough to do so, there are three main reasons:

- 1) the need for a healthy Detroit, and its impact on a healthy Michigan;
- 2) the importance of Canadian – US trade to our local economy;
- 3) and the ability to use investment dollars as a Federal match for transportation dollars.

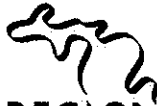
We urge you and state legislators to move quickly to support the ITC proposal, allowing a second international crossing between Windsor, Ontario and Detroit, Michigan.

If you have any questions, please contact me at 906.226.9658, extension 102.

Sincerely,

Amy Clickner
Chief Executive Officer, Lake Superior Community Partnership

cc: Representative Frank Foster
Representative Ed McBroom
Representative Steven Lindberg
Representative Matt Huuki
Senator Tom Casperson



LANSING **REGIONAL** CHAMBER

Thursday, March 31, 2011

Honorable Rick Snyder
Governor
State of Michigan
P.O. Box 30013
Lansing, MI 48909

Dear Governor Snyder:

On behalf of the Lansing Regional Chamber of Commerce I am pleased to inform you that our Board of Directors has taken a position to support a New International Trade Crossing connecting Michigan and the United States to Canada.

The Chamber's support of the new bridge closely aligns with our efforts in promoting an international agenda in the Greater Lansing region. Recent developments such as the creation of Port Lansing and establishing a Foreign Trade Zone at Capital Region International Airport along with the City of Lansing's EB5 Regional Center are providing the infrastructure needed to create new jobs and economic investment in imports, exports, logistics and global supply chains.

With more than 10,000 jobs in the Greater Lansing region dependent on trade with Canada, we understand the importance of Michigan being connected to global markets. The new bridge crossing will not only enhance Michigan's \$44 billion a year trade relationship with Canada but also sends a strong message that Michigan is a hub of global commerce.

We thank you for your leadership and look forward to working with you on the completion of this critical economic development initiative.

Sincerely,

Tim Daman
President & CEO

500 E. Michigan Avenue, Suite 200
Lansing, MI 48912

p 517.487.6340
f 517.484.6910

www.lansingchamber.org



Michigan Aggregates Association

215 N. Walnut Street, Lansing, Michigan 48933 • (517) 381-1732 • Fax: (517) 381-1796
E-mail: contactmaa@miagg.org • Website: www.miagg.org

February 18, 2011

Governor Rick Snyder
State Capitol
P.O. Box 30013
Lansing, MI 48909

Dear Governor Snyder,

On behalf of the Board of Directors and members of the Michigan Aggregates Association (MAA), I am writing to express our support of your proposal for an international bridge crossing the Detroit River. MAA fully supports this project and believes that construction of the international bridge will contribute to keeping Michigan industry competitive at a national and international level.

MAA is a statewide trade association founded in 1960, by a group of conscientious and environmentally concerned aggregate producers to protect and promote Michigan's aggregate industry. Our 57 member companies produce/represent not only crushed stone, sand, and gravel, but also recycled materials, as well as dock operators on the Great Lakes. Our members operate over 325 surface mines, and operate in almost every Michigan County. Our products are a vital component of the infrastructure and transportation industry.

We are proud to lend our support to a project that will create jobs and economic growth. Additionally, we support your proposal to use the Canadian investment to match federal road dollars.

We look forward to working with you in the future and please do not hesitate to contact me if we can be of any assistance.

Sincerely,



Michael Newman
President
Michigan Aggregates Association



February 15, 2011

The Honorable Rick Snyder, Governor
State of Michigan
111 S. Capitol Avenue
Lansing, Michigan 48909

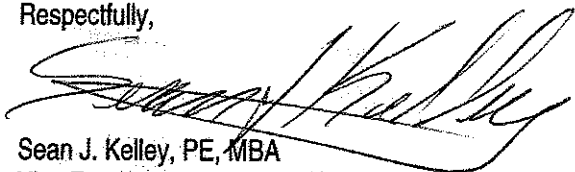
Dear Governor Snyder:

I am writing to thank you for supporting the establishment of a new international bridge linking Michigan with its largest trading partner; Canada. The leadership and employees of The Mannik & Smith Group, Inc.; with offices in Monroe, Canton, Detroit and Lansing recognize that the foundation for Michigan's economic recovery rests on the development of critical transportation infrastructure such as the new international bridge to Canada.

The new international bridge crossing project, as well as the resulting improved trade and commerce between the United State and Canada, will provide new opportunities for firms such as The Mannik & Smith Group to grow and expand their services and their presence in Michigan. The application of Canada's \$550 million investment as a match for the \$2.2 billion in Federal highway funds for road projects will directly support The Mannik & Smith Group's core business area – the study, design and inspection of highway, bridge and related transportation infrastructure in Michigan.

The new international bridge crossing project provides a unique opportunity to move Michigan forward, create new jobs and new business opportunities without putting the Michigan businesses or taxpayers at risk. My Mannik & Smith colleagues and I thank you for taking the lead and supporting the establishment of a new international bridge crossing and hope that the Michigan Legislature will support this very important initiative.

Respectfully,



Sean J. Kelley, PE, MBA
Vice President – Transportation Services
The Mannik & Smith Group, Inc.

CC: Senator Randy Richardville
Senator Patrick Colbeck
Senator Coleman Young II
Senator Gretchen Whitmer
Representative Dian Slavens
Representative Dale Zorn
Representative Fred Durhal
Representative Joan Bauer
Representative Lisa Howze
Representative David Nathan

Civil Engineering, Surveying and Environmental Consulting



Appreciate your business.

CONTACT: CINDY LARSEN
MUSKEGON AREA CHAMBER OF
COMMERCE
PHONE: 231-722-3751
FAX: 231-728-7251
clarsen@muskegon.org

FOR IMMEDIATE RELEASE
March 23, 2011

SUPPORT FOR NEW INTERNATIONAL TRADE CROSSING

Muskegon, MI — The Muskegon Area Chamber of Commerce announces its support for the construction of the New International Trade Crossing based on approved legislative priorities to continue to advocate for infrastructure funding to meet the demands of the growing West Michigan region, support for the development of an integrated, intermodal, long-term transportation infrastructure strategy, support for a 21st Century border with Canada and improved access to Michigan ports.

Sixty percent of all Michigan trade – \$44 billion a year – is with Canada, and over 3,300 jobs in Muskegon County are tied to trade with Canada and a significant number of West Michigan companies do business with Canada every day.

"As one of the state's few commercial port cities, we understand the importance of multimodal transportation for economic development," stated Cindy Larsen, President of the Muskegon Area Chamber of Commerce. "The more ability we have to move products and people throughout Michigan, the more commerce will take place, ultimately resulting in job creation. These are exciting times for Muskegon as we see resurgence in our manufacturing and tourism sectors. An additional bridge to Canada will enhance both of these sectors and allow us to better prosper in the new economy."

The United States and Canada share the largest trading relationship of any two countries in the world. With the growing trade volumes, combined with aging infrastructure, it is no surprise that along the 4,000-mile border, no single area is more significant to trade than the Southeast Michigan/Southwest Ontario border crossings. Experts believe that if no improvements are made to border crossing capabilities in the Detroit River area by 2030, the two nations will see losses of up to 80,000 U.S. jobs, 70,000 Canadian jobs and combined annual production losses of \$32 billion since 2001, the threat of terrorism has meant concerns about infrastructure redundancy and broad policy shifts affecting the border.

- ### -

ABOUT THE CHAMBER

Established in 1879, the Muskegon Area Chamber of Commerce is the premier business membership organization on the lakeshore. This is a dedicated group of entrepreneurs, self-employed professionals, corporate leaders, and business and professional organizations collaborating to protect, expand and promote local business interests. The Chamber's mission is to create an environment for business success through community leadership, promotion, inclusive advocacy, and valued member services. The Chamber also provides a one-stop shop for business resources, training, customer referrals, networking and affordable advertising and promotional opportunities. For more information, visit www.muskegon.org or call 231-722-3751.

Robert M. Thompson

February 17, 2011

Lt Governor Brian Calley
PO Box 30013
Lansing, MI 48909

Dear Lt. Governor Calley,

I am writing regarding the International Trade Crossing proposal. As you are aware, I have been running businesses in Michigan for over 40 years and have watched over those years the border between Detroit and Windsor become more and more important to Michigan's economic well-being. For that reason, it is in my opinion vital to maximize the options for bringing commerce across that border. After examining the arguments for and against a new crossing, I quickly came to the conclusion that a new crossing is needed and that the International Trade Crossing is a smart solution.

Michigan's economy needs another option for commerce to cross the border and Michigan also needs the jobs that building a new bridge will bring. I would urge you and Governor Snyder to do everything you can to get this proposal approved and moving forward, as soon as possible.

I'm not sure what a retired road builder can do to help, but if you feel there is anything I can do to assist you in getting this proposal approved, please do not hesitate to call me.

Respectfully,


Bob Thompson

steelcase inc

February 7, 2011

Governor Rick Snyder
George W. Romney Building
111 S. Capitol Avenue
Lansing, MI 48909

Dear Governor Snyder:

In today's manufacturing environment, with global supply chains and increased customer expectations, Steelcase knows the importance of being able to move goods efficiently and effectively throughout North America and the world. For decades, Steelcase has been proud to serve the Canadian market. During 2010, we moved several hundred truckloads of product from our plants in west Michigan to our customers in Canada. We do everything we can to reduce the time spent in the border crossing process, including compliance with provisions of the U.S. Customs and Trade Protection Act that allow our trucks to enter in the "fast lane" at the border.

But passing through customs is only part of the problem. Traffic volume has outpaced the capacity of the current system, leading to congestion and delays. The construction of an additional bridge between Michigan and Canada will provide immediate value to Michigan companies doing business in Canada.

Manufacturers in Michigan know the importance of economic growth in our state. Expediting the flow of people and product between our two great nations is important to increasing economic growth in Michigan and reducing the nation's trade deficit.

Governor, Steelcase supports your efforts to develop, in partnership with Canada, an additional Detroit-Windsor bridge to more efficiently serve our two countries.

With Regards,



James P. Hackett



THE RIGHT PLACE

Advancing the West Michigan Economy

CHAIR

Doug DeVos
Amway Corp.

VICE-CHAIR

Michelle Van Dyke
Fifth Third Bank - Michigan

TREASURER

Richard C. Breon
Spectrum Health

William Cousins

Cascade Charter Township

Sara Cummings

CWD Real Estate Investment

Daryl J. Delabbio

Kent County

Michael J. DeVries

Grand Rapids Township

Jim Dunlap

Huntington National Bank

Steven Ender, Ed.D.

Grand Rapids Community College

Jeanne Englehart

Grand Rapids Area Chamber of Commerce

Danny R. Gaydos

The Grand Rapids Press

Thomas Haas

GVSU

James P. Hackett

Steeleco Inc.

Brian T. Harris

H & H Metal Source

Richard P. Haslinger

Chase

Thomas W. Hiller

BDO Seidman, LLP

William Johnson

representing The Fremont Area Community
Foundation and NCECO

John C. Kennedy

Autocam Corporation

Birgit M. Klohs

The Right Place, Inc.

Blake Krueger

Wolverine World Wide, Inc.

Mark Lindquist

Rapid Line, Inc.

Hank Meljer

Meljer, Inc.

Lawrence J. Murphy

Varnum, Riddering, Schmidt & Howlett LLP

Craig Mutch

Miller Johnson

Richard J. Pappas, Ed.D.

Davenport University

John Porterfield

Commerce Bank

Milton W. Rohrer

Frey Foundation

John G. Russell

Consumers Energy Company

Fred Shell

DTE Energy

Greg Sundstrom

City of Grand Rapids

Daniel W. Terpsma

Bank of America

David L. Van Andel

Van Andel Institute

Michael VanGessel

Rockford Construction Company, Inc.

Douglas E. Wagner

Warner Norcross & Judd LLP

Brian Walker

Herman Miller, Inc.

Sean Welsh

The PNC Financial Services Group

March 3, 2011

Mr. Dick Posthumus
Senior Advisor to the Governor
Executive Office of Governor Rick Snyder
George W. Romney Building
111 South Capitol Avenue
Lansing, MI 48933

Dear Dick:

I am pleased to report that the Board of Directors of The Right Place, Inc. has voted to support the New International Trade Crossing. The Board views the New International Trade Crossing as a significant economic development issue for several reasons. Some of the more compelling reasons are listed below.

- Governor Snyder successfully negotiated with the US Department of Transportation to leverage the Canadian investment as Michigan's match for transportation funding for Michigan. This match is critical if Michigan wants to invest in our State's infrastructure (roads, bridges, railroads and airports). World-class infrastructure is critical and forms the basis for sound economic development and job creation.
- The construction of the new international crossing will create nearly 10,000 construction jobs. Equally important, it will generate new economic development activity creating long-term jobs in advanced manufacturing and other industries.
- Michigan currently is a net donor (92 cents returned for every dollar we send to Washington). Without matching funds from Michigan, nearly \$2 billion in infrastructure funding will be lost and go to other States, making Michigan an even larger net donor.
- The need for a second international crossing has been identified for many years. This crossing is the busiest border crossing in the United States. Traffic has increased significantly with waiting times up to 5 hours and it is anticipated that traffic will continue to increase over the next 30 years.

The Right Place, Inc. is pleased to offer our support to this project which is so important to our State.

Sincerely,

Birgit M. Klohs
President & CEO



Douglas Luciani
President & CEO

February 15, 2011

Senator Howard Walker
P.O. Box 30036
Lansing, MI 48909-7536

Dear Senator Walker,

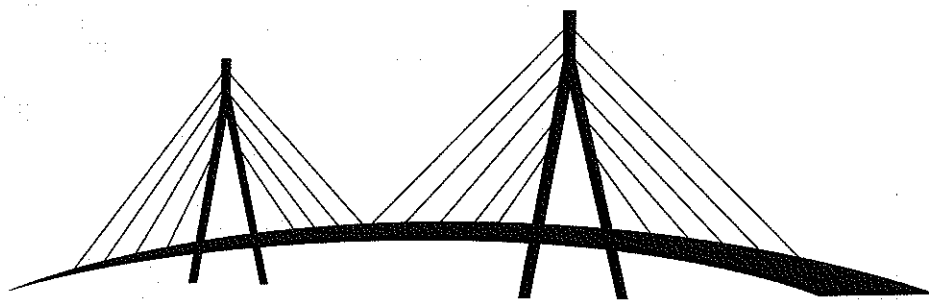
On Tuesday, February 8, the Traverse City Area Chamber of Commerce took a position to strongly endorse a new international bridge to Canada, an initiative that is vital to the economic well-being of Michigan.

The northern Michigan region continues to see economic opportunities and growth for our businesses. The addition of a new bridge will build direct access to global markets as well as partnership with companies doing business overseas. The Chamber believes the conceptual plan for a second bridge will build on Michigan's current \$44 billion a year trade partnership with Canada and provide additional capacity to allow the movement of more goods and services across the border for Michigan and the all of North America along the NAFTA Trade Corridor. With Canada's continued investment in its ports, it is imperative that Michigan be connected to global markets and be relevant in America's continuing international commerce.

This is a unique and important opportunity to create jobs for Michigan as well as stimulate economic growth in the state by bringing \$1.4 billion in private investment to Michigan with no cost to Michigan's taxpayers. Additionally, the Federal Highway Administration has approved the application of Canada's \$550 million investment to match federal highway dollars for road construction projects across Michigan including our region.

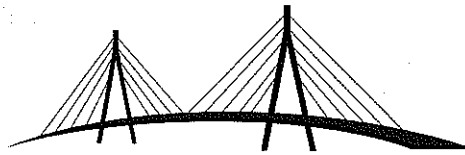
On behalf of its 2,100+ members, the Chamber encourages the Governor and the State Legislature to move quickly to finalize details and language for the necessary legislation in support of a second international crossing. Michigan's future depends on it.

Sincerely,



New International Trade Crossing

What Leaders Are Saying



Michigan's New International Trade Crossing

A Bridge to Michigan's Future

Many businesses, newspapers, community and labor leaders have expressed their support for the New International Trade Crossing project to be built in the Detroit-Windsor corridor. Below you can find what many are saying about this important infrastructure project.

"This new bridge will create jobs, strengthen our economy, and help establish Michigan as a hub for global commerce."

– Governor Rick Snyder

"This new bridge means not only immediate jobs and long-term economic growth for southeast Michigan, but for the entire state, Michigan's long-time partnership with Canada is one of our state's most important economic assets, and this crossing builds and strengthens it."

– Governor William G. Milliken

"This project secures our economic future and, in the short-term, will employ thousands of people who need work and can stimulate our economy. It's manufacturing, it's agriculture, it's food processing, it's high-tech, it's tourism, it's rebuilding the neighborhoods and the community of southwest Detroit, it's Michigan's future, and it's now!"

– Governor James J. Blanchard

"We need a new international trade crossing. It will open trade and open markets, which is exactly what Michigan needs right now. We have to access these global markets."

– Governor John Engler

"Michigan job providers say they need the crossing, Michigan workers want the jobs it will create, and building the bridge will solidify good relations with our neighbors in Canada. Universal support for the bridge should make final approval of this project a no-brainer for state lawmakers."

– Governor Jennifer M. Granholm

"Canada is Michigan's largest export destination, as well as its closest trade partner. The new bridge will increase border-crossing capacity and enhance trade at the busiest commercial land border crossing in North America."

– Chuck Strahl, Canadian Minister of Transport

BUSINESS LEADERS

"Detroit is home to the busiest border crossing in North America based on trade volume, with a value of almost \$500 million in goods crossing daily. To compete as a world-class community, we strongly support the construction of any new crossings to improve traffic flow and reduce or eliminate congestion. We also need this crossing to be built expeditiously – for these reasons we support Michigan's New International Trade Crossing."

– **Bill Ford, Executive Chairman, Ford Motor Company**

"Every day, the combined U.S. and Canadian auto industry sends thousands of cross-border truck shipments and well over \$100 million of goods across the Detroit-Windsor border. These trucks carry vehicles and production parts that are destined for automotive assembly plants in Michigan, Ontario as well as other U.S. states. The integration of our industry makes the movement of trade between the U.S. and Canada important and dependent on each other. In light of the importance of efficient and effective infrastructure to the success of the automotive industry, Chrysler strongly supports the partnership between the governments of Michigan and Ontario, as well as the United States and Canada, as they work toward securing a new gateway at Detroit/Windsor. The automotive industry continues to support the proposed Detroit River International Crossing, or DRIC. This proposed new crossing would add redundancy and unimpeded access from Ontario's highways to Michigan's interstates. The need for an additional crossing to handle current and future trade flows is widely acknowledged and it is imperative that this new crossing be completed as soon as possible. It's important to our collective future."

– **Sergio Marchionne, Chrysler Group CEO**

"This plan for a new International Trade Crossing will be a solid boost for the state's economy and its people. It helps us build on strengths this great state already has."

– **Mark A. Murray, President, Meijer, Inc.**

"As a Michigan-based global company, Kellogg fully supports the proposed new international trade crossing. This initiative will enable Kellogg to better meet the needs of our North American business and consumers. Additionally, it reinforces the important collaboration between businesses and Governor Snyder, our legislators and others working to help restore the Michigan economy."

– **John Bryant, President and Chief Executive Office, Kellogg Company**

"For decades, Steelcase has been proud to serve the Canadian market. During 2010, we moved several hundred truckloads of product from our plants in west Michigan to our customers in Canada. We do everything we can to reduce the time spent in the border crossing process, including compliance with provisions of the U.S. Customs and Trade Protection Act that allow our trucks to enter in the fast lane at the border. But passing through customs is only part of the problem. Traffic volume has outpaced the capacity of the current system, leading to congestion and delays. The construction of an additional bridge between Michigan and Canada will provide immediate value to Michigan companies doing business with Canada."

– **James P. Hackett, President and Chief Executive Officer, Steelcase, Inc.**

"A new bridge between the U.S. and Canada is critical for the future of Michigan. I urge the Michigan legislature to move forward as soon as possible with legislation authorizing Michigan's role."

– John Rakolta Jr., Chairman and CEO, Walbridge

"For more than 50 years, Wolverine World Wide has been marketing its brands in the important Canadian market. Commerce with Canada continues to be a cornerstone of our brands' businesses, including Hush Puppies, Merrell, and Wolverine. A new International Bridge to Canada would enhance our ability to serve this vital market. Our Company offers our full support to Governor Snyder and this important initiative."

– Blake W. Krueger, Chairman, Chief Executive Officer and President, Wolverine World Wide, Inc.

LABOR LEADERS

"Business and labor leaders all agree that building a second international bridge will create tens of thousands of much-needed Michigan jobs and help jumpstart our struggling economy by expanding Michigan's role as an international destination for trade and commerce. IUOE Local 324 applauds Governor Snyder for his support of a new international bridge, and we look forward to working with the governor, business leaders and policymakers from both parties to make the DRIC a reality."

– John Hamilton, General Vice President and Business Manager, International Union of Operating Engineers Local 324

"The Michigan Regional Council of Carpenters (MRCC) supports the Governor's decision to boldly back this critical initiative that will serve as a catalyst to boost Michigan's economy by creating jobs and enhancing trade. The Detroit River International Crossing (DRIC) will bring an estimated 10,000 needed jobs to the region, putting Michigan back to work. The MRCC applauds the Governor for moving forward with this project."

– Mike Jackson, Executive Secretary-Treasurer, The Michigan Regional Council of Carpenters

"We pulled out of the 1930's with jobs like building bridges, we cannot pullout of this recession, and we cannot have anything other than a jobless recovery without large scale construction projects like this."

– Mark Gaffney, President, Michigan AFL-CIO

COMMUNITY LEADERS

"Construction of the DRIC will bring up to 10,000 jobs and further establish Detroit as an international trade hub. We can't afford further delays or political posturing on a project so critical to our economic future."

– Dave Bing, Mayor of Detroit

"This is the right move for Michigan. If we all don't stand together behind the DRIC project now, we will all be standing in Buffalo in a few years watching them cut a ribbon on their new bridge to Canada."

– **L. Brooks Patterson, Oakland County Executive**

NEWSPAPERS

The DRIC would add much-needed capacity at an important international crossing, the busiest between the two countries, and one crucial to Grand Rapids.

The particularly appealing — indeed, potentially game-changing — part of the arrangement is that the governor persuaded the U.S. Department of Transportation to let the Canadian contribution to the project count toward Michigan's road funds for the sake of securing matching federal highway dollars. That could neatly fix for several years a nagging problem in Michigan cash-poor transportation fund.

The DRIC project previously faced opposition among Republicans, who favored a privately funded crossing instead. This new twist — leveraging federal funds with Canadian money, without any debt incurred by Michigan taxpayers — puts the burden on opponents to explain why Michigan wouldn't take this deal.

– **The Grand Rapids Press**

Washington will count \$500 million that the Canadian government has pledged to cover Detroit's share of the bridge cost as matching funds for Michigan's overall transportation budget. That will turn \$500 million into \$2.5 billion — more than enough cash to clear the backlog of transportation projects that need to be completed.

– **Detroit Free Press**

Without a reliable level of quality for the state's infrastructure needs — roads, bridges, Internet access, and building blocks of economic success — how can the state really advance?

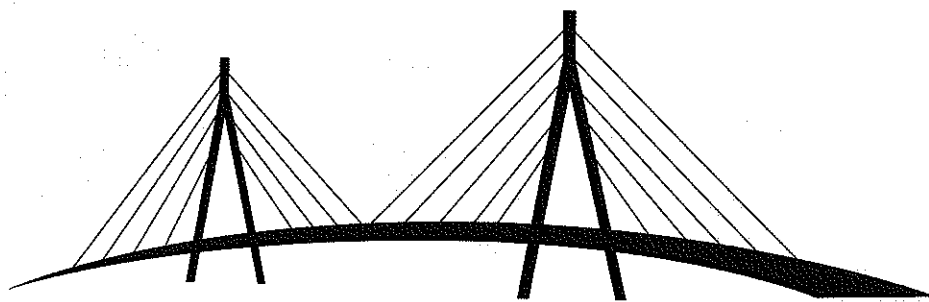
– **Lansing State Journal**

The bottom line: Governments in Canada and the U.S. hold the authority to issue permits clearing the way for a second Detroit River span to bolster the \$43.8 billion in trade flowing through the Detroit-Windsor crossing. It would be unrealistic to stake the future of such a valuable connection on a company whose proposal is destined to get thwarted at every step in the permitting process on both sides of the river.

– **The Detroit News**

Politics and one businessman, even a very rich one, shouldn't be allowed to stand in the way of this important project.

– **The Daily Tribune**



New International Trade Crossing

Editorial Support

Time to build the Detroit-Canada bridge

May 25, 2010

Detroit News

It's time to end the long debate over the proposed Detroit River International Crossing (DRIC) and start building it. Canada's offer of \$550 million to front Michigan's share of the cost has removed the state's biggest obstacle and should ease the decision to go ahead with it.

There's still concern over the potential impact this public-private crossing would have on the privately owned Ambassador Bridge. As unfair as the process may seem toward owner Matty Moroun, however, the U.S. and Canadian governments are dead-set on the proposed new Downriver crossing, while Moroun's own proposal for a second span must go through a long approval process and faces particular opposition among Canadian leaders because of its location.

The bottom line: Governments in Canada and the U.S. hold the authority to issue permits clearing the way for a second Detroit River span to bolster the \$43.8 billion in trade flowing through the Detroit-Windsor crossing. It would be unrealistic to stake the future of such a valuable connection on a company whose proposal is destined to get thwarted at every step in the permitting process on both sides of the river.

Momentum favoring the DRIC has grown substantially as the Michigan Legislature this week confronts its self-imposed June 1 deadline for deciding whether to approve the \$5.3 billion bridge, which would cross in the area of Zug Island and link I-75 with Canada's Highway 401. The dozens of organizational, government-related and business backers include the Detroit Regional Chamber of Commerce, Oakland County Executive L. Brooks Patterson and Ford Motors.

Patterson said the bridge would help his county gain 6,000 jobs, and that failure to capitalize on this "once in a lifetime opportunity" would cede a substantial chunk of future trade-related traffic to Buffalo, N.Y., and Fort Erie, Ont. Detroit Chamber Senior Vice President Sarah Hubbard, testifying recently in favor of the DRIC, pointed out that the commercial transport industry is "extremely sensitive" to bottlenecks.

Buffalo and Fort Erie already have four crossings and 14 lanes, even though there is substantially less traffic than in the Detroit-Windsor corridor. Detroit-Windsor, with the busiest international trade crossing on the U.S.-Canada border, has a combined six lanes on a bridge and a tunnel that both are more than 80 years old. Interestingly, Canadian newspaper reports indicate Moroun's company is proposing yet another private Buffalo-Fort Erie crossing while arguing there's insufficient Detroit-Windsor traffic to warrant building the DRIC.

Moroun's claim that international border traffic has dropped by 50 percent over the last decade, mostly the result of economic woes, remains an unsettling aspect of the bridge debate. Infrastructure projects like the DRIC, however, are long-term investments that involve risk and must rely on projections from experts who say cross-border commercial truck traffic will more than double by 2035.

Very important to Michigan's awakening economy are the 10,000 construction jobs the project would create during the four years it will take to build the bridge, and the tens of thousands of jobs the international traffic flow will continue to support. These are benefits we should reap now, while trusting there'll be room for an entrepreneur like Moroun to continue to prosper as well.

Construction of new bridge vital to state's economy

Thursday, June 9, 2011

The Daily Tribune

Gov. Rick Snyder announced his support for construction of a new bridge between Detroit and Windsor.

We're glad see some positive news about a project that will help the state. It's needed to balance a very negative ad campaign under way over the past couple of months that has tried to stop the new bridge. The ads claim that construction isn't in the best interest of the public. In reality, the only one whose "best interest" will be affected is the billionaire owner of the Ambassador Bridge, 84-year-old Manuel "Matty" Moroun, who is financing the public relations blitz.

Over a year ago, we expressed support for the new bridge and we haven't seen any data to change our minds.

The campaign against the new structure is slick, well written and excellently executed. Moroun appears to be getting his money's worth. We just hope he doesn't get his way.

At best, the campaign is misleading and, at worst, it is a deceitful attempt to denigrate a project that truly would benefit Michigan.

In a news release, Snyder outlined some reasons why a bridge is not only desired but needed. He notes that trade with Canada supported 237,000 Michigan jobs; commerce between Canada and Michigan grew to \$62 billion, which is a 42-percent increase over 2009; Michigan and Canada are each other's largest trading partners; and Michigan exports more goods to Canada than any other state.

The economic numbers involved are staggering. The bridge would bring an estimated \$1.8 billion in investment to the Detroit-Windsor area, create 10,000 construction jobs in Michigan and generate another 30,000 indirect jobs in Michigan and Windsor. Also, the Canadian government has offered to pay the \$550 million cost of the work. Once constructed, its operation is expected to be supported through tolls. In addition, once financing is in place, the state would be in line for funds from Washington.

The project has the support of Chrysler, General Motors and Ford auto companies. Other advocates of the New International Trade Crossing, formerly called the Detroit River International Crossing, include Toyota, Honda, automotive suppliers, West Michigan businesses, including Amway, Steelcase, Meijer and Wolverine World Wide Inc., chambers of commerce from Marquette to Muskegon to Detroit and statewide business and agribusinesses, including the Michigan Farm Bureau, Michigan Manufacturers Association and Business Leaders for Michigan, labor unions, including the Michigan AFL-CIO, and political leaders across the state.

Considering the overwhelming support, it is amazing and sad that Moroun has managed to hold up the project.

We understand his desire to maintain his monopoly on local bridge crossings but figures indicate he will ultimately also benefit. It's not as though the new bridge will put him out of business.

What's needed now is for the state Legislature to pass the enabling laws that will allow the Michigan to contract with Canada and get the new bridge constructed.

Last year that legislation was stalled. This year, we hope our Lansing leaders look past a billionaire's money and do what's right for the state.

A second Detroit River crossing: Just build it

April 24, 2011

DETROIT FREE PRESS EDITORIAL

Enough already.

Ambassador Bridge owner Manuel (Matty) Moroun's protracted tantrum over the prospect of a new Detroit River crossing is getting old. And if Moroun doesn't stop, Michigan lawmakers should simply ignore him and get the new bridge built.

Moroun has lobbied and litigated for five years against a publicly owned bridge 2 miles downriver from the Ambassador. The proposed span promises to bring thousands of jobs and solidify the region as the preeminent crossroads for North American trade. From the Ohio state line to the Upper Peninsula, virtually all significant public officials, economic development groups and manufacturers support the proposed bridge.

But against this rising consensus, Moroun has mounted an ever louder, more desperate propaganda campaign. He's now bankrolling a series of falsehood-ridden TV spots that accuse the new bridge's sponsors and the Canadian government of colluding against him and his plans to build his own new private bridge next to the 82-year-old Ambassador.

But a bridge is a road across water -- not much different from any highway or interchange. We entrust that kind of infrastructure to governments accountable to the public, not private companies beholden to stockholders. Moroun's losing courtroom battles with the state over the Gateway Project, which ties freeways into the Ambassador, reveal his difficulty in seeing beyond his own interests.

The hundreds of thousands of dollars he and associates have doled out to rally lawmakers in both parties against the downriver span have contributed to gridlock in Lansing. But further delays will only boost construction costs and undermine the state's economic recovery. Moroun's legislative water carriers need to look out for the people who elected them.

Legislation being crafted by Gov. Rick Snyder's administration would create a Michigan public authority that, in partnership with a similar Canadian authority, will hire a private operator to finance, build, operate and maintain the new bridge for up to 50 years. Building it will cost \$3.8 billion, and Michigan will bear almost no risk.

Last year, Canada offered to front up to \$550 million to Michigan. That would cover the costs to connect the new bridge to I-75 and leverage more than \$2 billion in federal money, paying the rest of Michigan's \$1.2-billion share. And the Obama administration has authorized Michigan to use the Canadian money as a local match for federal highway funds

-- which would be used to fix deteriorating roads. In other words, if we build the new bridge, we also get the funds to fill potholes and repair overpasses across the state.

Like Moroun's planned span, the publicly owned bridge will be financed by selling bonds to investors and paying them off with toll revenues. Tolls would repay the money from Canada. In the unlikely event that tolls came up short, Canada and investors involved in the public-private partnership would be required to cover the losses.

Yet Moroun's agents persist in the lie that the project would cost taxpayers \$100 million a year, based on the hypothetical loss of property taxes and businesses in the Delray neighborhood where the new bridge would be built. That's probably grossly inflated, and it ignores the increased tax revenue generated by workers relocating to Detroit and neighboring communities.

Moroun's son, Matthew Moroun, told the Free Press editorial board Friday that the Detroit International Bridge Co.'s arguments were simply more plausible than the government's. Who could argue, he said, that it's more believable that a multibillion-dollar public works project would cost taxpayers nothing? He said the \$100-million estimate was probably on the conservative side.

On the surface, it's a reasonable argument. But it's also conjecture and, even if true, does not overwhelm the many reasons to trust this process to those who are responsible for public, rather than private, interests.

At first blush, the Morouns' best argument against the public span is declining border traffic as manufacturing has suffered over the last decade. But the U.S. and Canada must make multibillion-dollar infrastructure investments based on what will be needed 20 or 30 years down the road, and both countries expect traffic to rise in the long term. With construction taking four to five years, the second crossing would not open until 2016 or 2017. The time to start building is now.

And Detroit needs a second crossing in case a disaster disables the existing bridge. The Detroit-Windsor Tunnel carries little truck traffic. Now, Detroit has one major crossing that's more than 80 years old and owned by a private operator. That's just not healthy.

Billions of dollars in auto parts and other goods travel over the international border. The narrow economic interests and disingenuous lobbying of one businessman should not keep legislators from acting in the public interest.

Enough already.

Anti-bridge eviction notices evoke ugliness of blockbusting

June 7, 2011

BY STEPHEN HENDERSON

DETROIT FREE PRESS EDITORIAL PAGE EDITOR

Emotional terrorism is the cowardly refuge of someone on the losing end of an argument.

Thus Americans for Prosperity, the conservative group unable to muster any real facts in opposition to a publicly built bridge across the Detroit River, has resorted to preying on the fears of residents in one of the city's most distressed areas.

The indecency of the group's campaign is eclipsed only by the obvious desperation of its cause.

The group crassly posted fake "Eviction" notices on doors all across Delray this week, ostensibly to "startle" residents into seeing that construction for a new bridge would take their homes.

If you think you've seen this kind of fear-mongering before, it's because you have. Roll the calendar back 50 years, and it was bigots and opportunists playing these kinds of games in city neighborhoods, trying to stoke fears that integration was going to ruin people's neighborhoods.

They'd hire black families to pretend they were living in an area, then watched as white families panicked.

Back then, the motive was often profit. Real estate agents and building developers made out like bandits as whites scrambled to sell their properties in advance of the presumed devaluation.

Now, though the circumstances differ, the underlying inspiration is the same. Americans for Prosperity has linked arms with Ambassador Bridge Owner Matty Moroun in order to preserve the monopoly Moroun enjoys now.

And like blockbusting, the conservative group's pamphletting in Delray is not only substantively shameful, but also contextually inexcusable.

There's nothing clever or insightful about fake eviction notices in a city with one of the highest foreclosure rates nationwide. It's flat out emotional manipulation, the kind of crude dirty tricks have no place in the circle of civil discourse.

And it's sickening that Americans for Prosperity would have the nerve to pull this kind of tactic in Delray, part of the Southwest Detroit community that Moroun has treated as an industrial wasteland.

The raggedy properties he owns and refuses to maintain in that neighborhood are the foundation for much of the blight that has made Delray such a mess for years, and robbed residents of a decent quality of life. Now his surrogates have the nerve to scare residents about someone "taking" their homes?

Of course, Americans for Prosperity and Moroun are desperate, because their arguments against the bridge are largely factless.

They dismissively call it a "government" bridge, when they know this kind of infrastructure is publicly owned worldwide; the Ambassador Bridge is the exception, not the rule.

And they know the new bridge will involve many private interests, from its financing and building to its operation. And they know the bridge will be paid for, like any bridge, with tolls, and that it won't be financed if tolls aren't projected to generate enough money. And they know the Canadian government, also eager to get a new crossing built, has offered to contribute Michigan's share of the up-front money to build the bridge, guaranteeing that Michigan taxpayers will have as little of their money at stake as possible.

And no one will be "evicted" from their homes for a new bridge. Land acquisition for these kinds of projects comes with remuneration, by law. And often, in an area like Delray where values are so depressed, property owners bargain for more in a public development project than they'd ever get selling their places on the market.

Moroun knows this, too – and, as a big property owner in the area, stands to benefit. Americans for Prosperity didn't put that in its little fliers.

There's one more eerie parallel between racist blockbusting and the scare campaign that Americans for Prosperity has engaged about the bridge.

You never really knew who was behind blockbusting, because the interests who were benefitting were too ashamed to let themselves be known.

Similarly, Americans for Prosperity won't say where they get the money to run ads full of falsehoods, or to post frightening fake eviction notices on people's doors.

That says nearly everything about their fitness to be a constructive part of the dialogue on this issue.

Yes, there will be some property condemnation in Delray to make room for the new bridge. But condemnation, to use the word in another sense, is exactly what Americans for Prosperity deserves.

Comment & Opinion

Build the bridge and bring federal tax dollars home

Published: June 6, 2011

Many businesses in the western region of Michigan — and probably across every region of the peninsula state — are likely encouraged by Gov. Rick Snyder's bridge-building pronouncements of last week, even as they suffer the current inadequacies in moving product across the Ambassador Bridge, owned by a Detroit family. The Business Journal has long reported on that frustration, fraught by long delays, even to the point of re-routing truckers south across state lines rather than burn high-priced fuel while waiting to cross. Undelivered product does not create value in a just-in-time world; it creates a crisis.

In a flat world with worldwide competitors, such delays are intolerable. According to the Grand Rapids Area Chamber of Commerce study of regional export, one in seven Grand Rapids area jobs is tied to trade with Canada, a significant part of the \$44 billion per year in trade between Michigan and Canada. Trade with Canada now stands at 60 percent of all trade related to Michigan companies. Michigan's business exports have continued to increase in double digits the past five months, as reported in the Business Journal by e-forecasting.

It is no wonder the Canadians have offered to fund \$550 million of Michigan's cost for the project, money that helped to secure \$2.2 billion in federal highway funds for Michigan over five years. These are funds that also will help pay for other transportation construction projects across the state. Let's underscore here that Michigan has always been a "donor" state receiving far fewer federal transportation tax dollars returned than sent by Michigan taxpayers. The fight to regain those dollars has been waged by three Michigan governors. On the eve of his first State of the State speech, Gov. Snyder returned from an unpublicized trip to D.C., securing agreement for those federal funds. As the Business Journal commented then: "Brilliant."

The speed with which enabling legislation was introduced last week may be the only surprise for those anxiously anticipating the next step, even if such speed can now be anticipated from Snyder. Sen. Majority leader Randy Richardville, R-Monroe, gave motion to the bill that will be in front of the Senate Economic Development Committee, chaired by Mike Kowall, R-White Lake Twp.

Quick action also was encouraged last week by Mackinac Policy Conference speaker Michael Porter, a Harvard Business School professor who is held in high esteem by companies — and countries — for his expertise in competitiveness. (The Policy Conference is sponsored annually by the Detroit Regional Chamber of Commerce and draws business participants from across the state.) Porter noted Michigan's geographic location at the Canadian border as a tremendous asset, calling it "very strategic" in terms of world trade and competitiveness. "Open the borders to the world," he encouraged, a day after Snyder told conference attendees bridge building is his next agenda action item.

Indeed, Michigan wants a return on those federal taxes so long lost in D.C.

Public deserves to hear leaders' stance on bridge

June 8, 2011

Livingston Daily

Editorial

It's tempting to chastise Livingston County's three state lawmakers for scuffing the ground while they hem and haw about whether they support Gov. Rick Snyder's push to build a second bridge between Detroit and Windsor, Ontario, Canada.

We tried to get them to take a position this month. Frankly, it would have been easier to get disgraced U.S. Rep. Anthony Weiner, D-N.Y., to praise the virtues of Twitter accounts.

State Rep. Bill Rogers, R-Genoa Township, says the issue is still "something I can't get my arms around right now."

Rogers and state Sen. Joe Hune, R-Hamburg Township, are concerned Michigan taxpayers could be left "on the hook" for the cost of the proposed second bridge. Hune says conflicting rhetoric has left him confused.

State Rep. Cindy Denby, R-Handy Township, sees possibilities in the private-public venture. Still, she needs time to study the "fine detail" of the recently introduced Senate bill.

These lawmakers are not beginners. Rogers and Denby are each in their third year in Lansing. Hune served six years in the state House before joining the Senate this year.

It's not too much to ask that they get their questions answered and take a position. If supporters of the second bridge are correct in their assertions, then there are severe financial penalties for foot-dragging. If the proposal doesn't pass economic or philosophical muster, it's only right that those objections are clearly placed on the table.

The governor — a fellow Republican — has established this as his top priority now that the state budget has been approved. Democrats, a decided minority in both the House and Senate, are on board. It's Republicans who are standing in the way.

There are legitimate questions to be asked, such as:

- Should the state take an active role in damaging the economic position of the private owners of the Ambassador Bridge, now the only bridge linking Detroit to Canada and by far the busiest international freight crossing in the country?

- Are there issues of public good that outweigh the interest of the rare private ownership of an international crossing? The 81-year-old Ambassador Bridge is within 20 years of its expected life span. Although its controversial owner, Manuel "Matty" Moroun, says he wants to build a second span, the Canadian government has made it clear that it will never give him permission to build at the current site.
- Is there validity behind the economic benefits claimed by supporters of the new bridge? If lawmakers don't believe the hype, what is the basis for their skepticism?
- Are Michigan's taxpayers truly shielded from any exposure, leaving investors dependent on toll revenue? The pending Senate bill seems to clearly state that any bonds sold to finance the project are "not a debt, moral obligation or a liability of this state." It further requires that any bond carry such a statement on its face. If Hune and Rogers are still not convinced, perhaps they can explain their uncertainty.
- Finally, is any trepidation worth the opportunity lost? The federal government will provide \$2 billion of road funding, based on the \$500 million bridge costs that Canada is offering to front. In a state suffering double-digit unemployment, are Rogers, Hune and Denby willing to forgo the jobs created by \$2.5 billion in road building and bridge construction, even if it comes at the expense of the privately held Ambassador Bridge?

These are tough decisions, and both sides are willing to fudge the issues. This is where our lawmakers earn their pay. They need to get their facts together, make a decision and explain why they believe their choice is best for the state and Livingston County.

Don't be fooled in fight over new bridge

May 8, 2011

Lansing State Journal

Michigan needs a new bridge to Canada, but it will take considerable public pressure to pull it off.

Key opposition comes from Manuel Moroun, owner of the Detroit International Bridge Co., operators of the existing Ambassador Bridge.

Recently he's attracted interest from national influence brokers, including Fox News commentator Dick Morris and Americans for Prosperity.

A television campaign would have citizens believe Michigan taxpayers will pay a costly tab for the bridge. An analysis paid for by Ambassador owners suggests the new bridge won't raise enough toll revenue to pay its costs, especially if the Ambassador lowers its tolls to compete.

All of this pressure comes even before a bill to OK Michigan's involvement in the New International Trade Crossing has been introduced. Indeed, Gov. Rick Snyder, who threw his support to the new bridge in his State of the State address, has asked that it not come up until after the state budget and tax revisions are done. That likely means June, at the earliest.

Such strong opposition in advance of the bill points to Moroun's commitment to protecting his own investments - and his stated desire to build a second span next to the one he currently operates.

And Moroun has been generous with politicians. The Detroit Free Press recently reported on his backers' collective \$1.5 million in contributions in 2009-10. Some 45 current lawmakers received some of that money.

But are Moroun's interests in Michigan's best interest? Evidence says not. First, the Canadian government won't support Moroun's plan because it wants to reduce traffic congestion in Windsor.

The Canadians are putting up \$550 million to cover Michigan's costs and promising to cover any toll shortfall. Gov. Snyder is adamant that the legislation will protect Michigan taxpayers. That's not negotiable.

The new bridge would protect the security of the nation's busiest trade crossing with Canada by providing redundancy.

Snyder has worked with federal transportation officials to count Canada's contribution toward Michigan's requirements for matching federal highway funds.

And many business leaders disagree with Moroun. They say NITC would create thousands of jobs and induce new investment in metro Detroit.

The 2011 version of this debate will be louder and meaner, and will test Gov. Snyder's political prowess. But Michigan's economy and its citizens will benefit from a second bridge.

An LSJ editorial

Monroe Evening News: Our View

May 8, 2011

Bridge to Canada a bridge to the future

Dr. Roy Norton, consul Writers Group general of Canada at Detroit, visited Monroe again last week, repeating his call for construction of a new bridge between Michigan and Ontario.

He had all kinds of statistics to support his government's position that the \$4 billion project is needed to augment the existing 82-year-old, privately owned and operated Ambassador Bridge.

Perhaps more impressive is that Michigan's business and labor community has been lining up solidly behind the idea.

On the surface, it's hard to argue against the project. Any truck driver or resident who's been delayed by congestion at the Ambassador Bridge would welcome a modern, second alternative. And based on increasing trade between the United States and Canada and more than a few studies, it's hard to argue that there just wouldn't be enough business or traffic for two bridges to survive.

That's why General Motors, Ford, Chrysler, Honda and Toyota jointly have expressed support for the new bridge. That's why Steelcase, Meijer, Kellogg, Amway and Wolverine World Wide – western Michigan-based firms all – are backing the plan. And those are just some of the prominent business backers. An impressive number of executives, unions, government agencies and others support the project.

The value of the project to southeastern Michigan – just in terms of construction jobs – would help the economy rebound. It's estimated that it could produce 10,000 direct jobs and 25,000 spinoff jobs in Michigan alone during the four-to-five year construction period. Canada has offered to pay the \$550 million portion of Michigan's costs, which also could trigger the release of \$2.2 billion in federal transportation funds to the state to be used for other projects.

Beyond that, Dr. Norton raised the compelling question of whether Michigan's and Canada's economic future should depend solely on an old bridge that's run as a monopoly by a private businessman, Manuel (Matty) Moroun of Detroit.

Well, he's done an acceptable job for as long as he's owned the Ambassador Bridge. Dr. Norton noted that Mr. Moroun has talked about building a second bridge on his own (largely because the Ambassador Bridge can't be improved without closing all or part of it), but has not moved forward with a proposal.

Indeed, questions about whether the government might build or run a bridge efficiently are understandable, given the less-than sterling reputation of some government projects.

But many of the bridges linking the two countries are overseen by government authorities, though they are built and operated by private firms. The new bridge really wouldn't be any different.

The project is awaiting enabling action by the Michigan Legislature. Senate Majority Leader Randy Richardville of Monroe said the issue might be taken up after legislators finish work on the state budget, but he adds that it might take some effort to assure legislators that this isn't just another government boondoggle.

Some suggest the Senate will act favorably, but the bridge might have a tougher battle in the House. A backdrop to the debate is that Mr. Moroun historically has contributed significantly to the campaigns of most Michigan legislators, including, most recently, freshmen Reps. Dale Zorn of Ida and Rick Olson of Saline.

Voters should be able to have some confidence that the judgments of any legislators wouldn't be swayed by campaign finance money and that the greater good would trump such direct influence-peddling.

Certainly, legitimate questions can and should be asked about the project so that protections can be built into any legislation. But beyond that, lawmakers shouldn't regard this as another government "bridge to nowhere." It would be a bridge to somewhere – a bridge that can lead to a brighter future for Michigan.